



TENNESSEE REAL ESTATE News-Journal

An Official Publication of the Tennessee Real Estate Commission

VOLUME: 7

WINTER 1998

NUMBER: 4

SHARON LANGFORD RECEIVES 1998 TUNE AWARD FOR EXCELLENCE IN REAL ESTATE EDUCATION



Pictured from left to right: Bruce E. Lynn, Executive Director; John G. Love, Sr., Commission Member; Frances W. Albany, Commission Member; Charles M. Haynes, Commission Chairman; Sharon Langford, Tune Award Recipient; Adren S. Greene, Commission Member; Betty L. Smith, Commission Member; Paul Holder, Commission Member; Bobbi S. Gillis, Vice Chairman at a luncheon to honor Ms. Langford.

Sharon Langford was awarded the coveted William C. "Bill" Tune, Jr. Award for Excellence in Real Estate Education in February. The third recipient of this award, Langford has exhibited her commitment to education by serving as the Director of Education for TREC from 1979 through June 1995.

She has also been Assistant Dean at the College of Business at Tennessee State University, is on the Board of Advisors, and teaches a marketing course each fall. Langford is also a trustee of the Foundation for Tennessee Tech's College of Business. She received a BSBA degree with a major in marketing from Tennessee Tech and an MBA with a concentration in Marketing from the University of Memphis.

Her interest in real estate education is exemplified by involvement in the Tennessee Real Estate Educational Foundation as both trustee and trea-

surer. Ms. Langford is a Certified Residential Specialist and a Graduate of the Realtors Institute.

While her business and educational interests require a lot of time, she is nonetheless involved with her community. She is a Friend of both the Nashville Humane Association and the Elephant Sanctuary. She also is a volunteer for Saddle Up - a therapeutic riding program for challenged children.

At the presentation luncheon held at the Holiday Inn Select Vanderbilt conversation at all the tables revolved around Langford's honesty, sincerity and involvement in making professional education experiences available for licensees.

Commissioner Charles Haynes, Chair of TREC, stated, "Sharon Langford upholds the highest ideals of dedicated service and professional ethics in real estate education".

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TREC Policy on Synthetic Stucco

The Tennessee Association of Realtors has requested that the Tennessee Real Estate Commission take a position on the responsibility of real estate licensees to make certain disclosures regarding synthetic stucco. The product in question is also known as Exterior Insulation and Finish Systems (EIFS).

The Tennessee Real Estate Commission recognizes that there are currently numerous consumers who have alleged that they have experienced difficulties with this product. The Tennessee Real Estate Commission urges licensees to advise any buyer or seller who encounters this product to have a qualified professional test the house in question to assure that all parties are made fully aware if any defects in the product exist.

Adopted by the Commission on
December 3, 1997.

COMMISSIONER'S CORNER



KNOW YOUR ROLE

COMMISSIONER
FRANCES ALMANY

There has been an increase in the number of lawsuits filed against licensees for misrepresentation. To avoid legal liability, licensees should disclose to consumers that they are not responsible for the actions of other parties in a real estate transaction.

Licensees should tell consumers that they are not experts in construction, surveys, termites, septic systems, etc. Otherwise, consumers may think that licensees are responsible for everything and everyone. You should emphasize to consumers that your role is to make every effort to assist buyers in purchasing real estate and assist sellers in selling real estate.

Printed in capital letters on my Listing Agreement and Sales Contract is the following statement: **ALMANY REALTORS AND AGENTS FOR ALMANY REALTORS ARE NOT RESPONSIBLE FOR THE ACTIONS OF OTHER PARTIES IN THIS REAL ESTATE TRANSACTION.** It is important for the consumer to know this. You do not want to be held responsible for things that are beyond your control.

Buyers should be encouraged to do thorough inspections prior to closing. Licensees should tell buyers that anything that breaks the day after closing is the buyer's responsibility.

If a buyer has a problem it should be solved before closing. At every closing I present to the buyer a Statement of Acceptance. It reads, "I have inspected the above referenced property prior to closing and all items specified in the above referenced contract are in good working condition and I accept said property in its present condition. Almany Realtors and agents for Almany Realtors will not be responsible for (1) amount of square footage of the house, (2) amount of acres or accuracy of survey, if any and (3) the actions of other parties in this real estate transaction". This

EMPLOYEE SPOTLIGHT



Andrea Pratt, Clerk II

Andrea Pratt, a native of Maury County, now lives in the Nashville area. She returned to state employment as a Clerk with TREC in June of 1997. She had previously been working in the Department of Human Services. Her duties with the Commission include records management, mail distribution, balancing of daily deposits and answering of phones.

Pratt, a mother of four grown children, enjoys spending her non-working hours reading science fiction and calls herself a Trecky. Pratt has a wonderful sense of humor and a positive approach to life.



Donna Swanson, Clerk II

Donna Swanson, a Clerk with the Commission, is a Nashville native. She began working with the Commission in June of 1997 and uses her previously learned skills with medical records to help with Commission records management. Her other duties include mail distribution, balancing daily deposits and phone answering.

Swanson is a music lover and especially enjoys R&B, jazz and gospel music. She also is an avid collector of angels, clocks and nativities. She is making room in her home to accommodate these collectibles.



Judy Elmore Promoted to Administrative Assistant

Judy Elmore has been with TREC since February 1982. In December of 1997 she received a well earned promotion to Administrative Assistant for the Commission. Judy, who thrives on chal-

Continued on page 3.

statement is signed by the buyer. Licensees should be competent, honest, trust worthy and ethical. Licensees should not give consumers the idea that they are experts on everything.

When something goes wrong in a real estate transaction, consumers look for someone to blame. Make sure it is not you!

Laura Ellis Retires



Laura Ellis and Bruce Lynn

Laura Ellis, Affiliate Broker Licensing Clerk for the Commission, recently retired from state service after twelve years with the Commission. Mrs. Ellis processed affiliate broker license applications in the Licensing Section. Executive Director Bruce E. Lynn stated, "The Commission and staff wish her the best and want to express our appreciation to her for her dedicated service. We are losing a tremendous asset and she will be hard to replace."

DISCIPLINARY ACTION

SEPTEMBER, 1997

TED MULLIKIN
BR253582

Gatlinburg, TN

CONSENT ORDER: The

Respondent operated an overnight rental management business without a firm license.

PENALTY: CIVIL PENALTY OF \$5000.00. ONE THOUSAND TO BE PAID ON OR BEFORE EXECUTION OF ORDER AND \$4000.00 DUE ON OR BEFORE DECEMBER 31, 1997

NOVEMBER, 1997

JOHN B. DUNCAN
BR2671

Nashville, TN

CONSENT ORDER: Respondent made deductions from rental proceeds without adequate explanation, wrote checks for insufficient funds and failed to properly maintain an escrow or operating account.

PENALTY: REVOCATION OF LICENSE

ANTHONY'S REAL ESTATE
FM236677

Gatlinburg, TN

CONSENT ORDER: This firm did not have an on-site broker.

PENALTY: REVOCATION OF LICENSE

DECEMBER, 1997

GREGORY GREENE
BR to AF242502

Elk Park, NC

CONSENT ORDER: The Respondent did not return earnest money timely, did not exercise full time supervision as a broker, did not properly maintain escrow or trust funds and did not carry E&O Insurance.

PENALTY: DOWNGRADE OF LICENSE FROM BROKER TO AFFILIATE BROKER AND PROBATION FOR TWO (2) YEARS

FEBRUARY, 1998

THOMAS P. LYNCH
BR14784
Winchester, TN

AGREED ORDER: Respondent did not adequately disclose his intent to purchase property he had listed for clients and did not respond to complaints as required by law.

PENALTY: \$3000.00 CIVIL PENALTY, ONE (1) YEAR PROBATION AND RESPONDENT IS REQUIRED TO TAKE A THIRTY (30) HOUR COURSE IN REAL ESTATE LAW

WAYNE THOMAS WILKINSON
TS263413

Maryville, TN/Pigeon Forge, TN

CONSENT ORDER: Respondent had not disclosed on his initial application for licensure that he had been convicted in 1988 of distribution of cocaine.

PENALTY: REVOCATION OF REAL ESTATE LICENSE

JOHN RITLAND
BR262845

OOLTEWAH, TN

CONSENT ORDER: Respondent pled guilty to harassment of another licensee.

PENALTY: SURRENDER OF LICENSE

Judy Elmore Promoted to Administrative Assistant

Continued from page 2.

Judy Elmore, has negotiated her way through the implementation of a new computer system and has worked closely with licensees both in person and over the phone for the past 16 years. Her experiences allow her to understand both the overall functioning of the Commission and the everyday business activities for other staff members and all licensees. Those of you who have worked personally with Judy know she greets each day with a positive attitude and a smile.

A wife, mother of two and grandmother of two, Judy lives in Hartsville, Tennessee and commutes 114 miles each day. When not at work she enjoys cross stitching and reading and is looking forward to Spring when she can spend more time outdoors.

When asked what she enjoys most about the Commission, Judy stated,

The challenges faced each and every day and the personal contacts with a lot of nice people.



New Education Director Appointed

Kathy M. Riggs, Ph.D. has been appointed TREC Director of Education. She worked in the Tennessee Department of Health for a number of years and most recently was the Administrative Manager for the Tennessee Board of Medical Examiners. This experience has allowed for familiarity with licensing professionals.

Ms. Riggs earned her undergraduate and masters degrees at the University of Tennessee in Knoxville and her

Ph.D. at the Florida State University in Tallahassee, Florida. Prior to working in Tennessee State Government she taught at Florida State University, New Mexico State University and Cleveland State University in Cleveland, Ohio.

Dr. Riggs lives in an older neighborhood in Nashville with her husband Don, son Bennet and two dogs (Patch and Mazi). Don, retired from the Bill Wilkerson Speech and Hearing Center, spends much of his time building and restoring furniture when he is not fly fishing. Bennet is in college.

Ms. Riggs thoroughly enjoys the challenge of education and learning and has indicated great enthusiasm concerning the position of Director of Education. When not working she enjoys some gardening, reading and sewing.

We are fortunate in having Dr. Riggs join the Tennessee Real Estate Commission.

**Department of Commerce and Insurance
Tennessee Real Estate
News-Journal
is published quarterly by the
Tennessee Real Estate Commission**

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Editor-in-Chief: BRUCE E. LYNN,
Executive Director

Editor: KATHY M. RIGGS, PH.D.,
Education Director

COMMISSION MEETING DATES

for 1998

April 1-2

Nashville

May 7-8

Gatlinburg

June 4-5

Memphis

Meetings start at 8:30 AM
local time. The public is invited
to attend.

"The Tennessee Department of Commerce
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TENNESSEE DEPARTMENT OF COMMERCE
AND INSURANCE AUTHORIZATION NO.
335101, Revised 05/99. This public document was
promulgated for 38,000 copies per issue, at a cost
of 12 cents per copy, paid by the Real Estate
Education and Recovery Fund.

TREC Phone Numbers:

(615) 741-2273 or 1-800-342-4031

Personnel and Area of Responsibility with
direct phone numbers.

Conell House - (615) 741-7548 Affiliate
broker applications and licenses

Mary Bauman - (615) 741-3664 Broker
applications and license issuance, Rental
Location Licenses

Paula Glover - (615) 741-7549 Continuing
Education Processing

Chip Medlen - (615) 741-0627 Firm
applications, Name changes, Firm &
Residential Address changes, Transfers, and
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Karen Jarrett - (615) 741-7550 License
Certifications

Sue Kerley - (615) 741-7553 Complaint
Processing

Judy Elmore - (615) 741-6455 E&O
Insurance

Gil Dyer - (615) 741-3615 Time Share
Salesperson and Vacation Lodging Services

Danny Webb - (615) 253-1232 Retirement
& Inactive Changes, Reactivation of Licenses

Donna Wright - (615) 741-4043
Reinstatements, Timeshare Project
Registration & Renewal

Semika Nelson - (615) 253-1190 Non-
Resident applications and licenses

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